

## ATTACHMENT 3 - INTERVIEW SCORING SUMMARY

INTERVIEWER SCORING					
Rater 1					
	BKF	Lotus	MBI	S&W	Wood
<b>RANK</b>	4	1	5	2	3
Know	23	28	22	28	24
Mgmt	23	26	22	26	24
Qual Pm	6	9	6	8	8
Qual Firm	16	19	15	19	19
Effect	6	10	4	9	5
<b>Total</b>	<b>74</b>	<b>92</b>	<b>69</b>	<b>90</b>	<b>80</b>
Rater 2					
	BKF	Lotus	MBI	S&W	Wood
<b>RANK</b>	4	1	5	2	3
Know	25	25	20	25	25
Mgmt	25	30	20	28	25
Qual Pm	8	10	5	10	10
Qual Firm	18	20	15	20	20
Effect	5	10	5	10	5
<b>Total</b>	<b>81</b>	<b>95</b>	<b>65</b>	<b>93</b>	<b>85</b>
Rater 3					
	BKF	Lotus	MBI	S&W	Wood
<b>RANK</b>	4	1	5	2	3
Know	28	28	25	27	28
Mgmt	26	28	24	28	28
Qual Pm	7	10	7	9	8
Qual Firm	17	19	17	18	18
Effect	8	9	7	9	8
<b>Total</b>	<b>86</b>	<b>94</b>	<b>80</b>	<b>91</b>	<b>90</b>
Rater 4					
	BKF	Lotus	MBI	S&W	Wood
<b>RANK</b>	4	1	5	2	3
Know	28	28	27	28	28
Mgmt	24	28	24	26	28
Qual Pm	7	10	7	10	9
Qual Firm	17	20	17	19	18
Effect	8	9	7	9	8
<b>Total</b>	<b>84</b>	<b>95</b>	<b>82</b>	<b>92</b>	<b>91</b>

INTERVIEW RANKINGS					
	BKF	Lotus	MBI	S&W	Wood
<b>RANK</b>	4	1	5	2	3
<b>Tot ranks</b>	<b>16</b>	<b>4</b>	<b>20</b>	<b>8</b>	<b>12</b>